Sierra Systems Consultants

Thanks for considering Sierra Systems Consultants as a partner on your upcoming imaging, document management and/or workflow project. Sierra has an impressive portfolio of projects of this type and we will be pleased to discuss how our assistance will ensure a successful project. Please feel free to contact us or visit our web site for more information about Sierra.

Prices for Sierra Systems Consultants Services

The following table presents a project-based blended rate for each major life-cycle service category as described in the MSA. Each service category is based upon the required mix of various roles (e.g., project manager, application specialist, etc.) needed to successfully complete the specific phase of the project.

Service Category	Hourly Rate
Programming	$106
Integration	$131
Installation	$124
Training	$101
Maintenance	$119

List Prices for FileNET Products

The following table provides the single-unit list price for all FileNET products. Sierra Systems Consultants is offering a *21% discount* off all FileNET list prices. In addition to this discount, FileNET offers a quantity purchase discount, which can be as large as 60% off the single-unit list price for quantities of 2000 or more (for a total discount of 68%).

Model #	Product Name	List Price
303881	IDM Desktop 2.x	$300
	Provides a standard set of capabilities for the occasional user connected to IDM Services. Standard IDM desktop can be used for custom applications connected only to Document Services.	
	Standard Upgrade Assurance	$45

501867	IDM Desktop-Prof Desktop 2.x P/S Upg Lic	$625
	Standard Upgrade Assurance	$94
303890	IDM Professional Desktop 2.x	$800
	Enables users to run (runtime license) custom applications with IDM Services Developers: order IDM Toolkit instead. Users running custom applications with Document Services order IDM Desktop instead.	
	Standard Upgrade Assurance	$120
501540	IDM Web Desktop Lic	
	Requires IDM Web IDM Document Web, or Visual Web Access for connection to IDM Services, IDM Document Services, or Visual WorkFlo Services.	
	Standard Upgrade Assurance	
303878	IDM Toolkit 2.x	$10,000
	Provides a complete IDM Professional Desktop; no other components are needed for the developer. Required for developers purchasing IDM Web Desktop. Allows development in both a Thick and Thin client environment	
	Standard Upgrade Assurance	$1,500
303340	IDM Desktop for R/3 2.x Win32	$350
	Requires Client Implementation Package	
	Standard Upgrade Assurance	$53
303339	IDM Desktop for R/3 Win16	$350
	Requires Client Implementation Package	
	Standard Upgrade Assurance	$53
303341	ClientLink for R/3 (only)2.x Win16	$145
	Standard Upgrade Assurance	$22
303342	IDM ClientLink for R/3 2.x Win32	$145
	Standard Upgrade Assurance	$22
501481	IDM Services Disaster Recovery Lic	$12,500
	Allows customer to install additional system for DR purposes. See MB 561 for details.	
	Standard Upgrade Assurance	$1,875
501480	IDM Services High Availability Lic	$12,500
	Required for each backup server in HA configurations. See MB 561 for details.	
	Standard Upgrade Assurance	$1,875
303275	IDM Services AIX/6000 Oracle	$40,000
	Provides IDM Imaging & Document Services IDM Document Svcs platform is NT Oracle. Includes Replication as a feature. Requires System Implementation Package	
	Standard Upgrade Assurance	$6,000

303276	IDM Services HP-UX Oracle	$40,000
	Provides IDM Imaging Services and IDM Document Services. Includes Replication as a feature. Requires System Implementation Package	
	Standard Upgrade Assurance	$6,000
303472	IDM Services NT MSSQL	$40,000
	Provides IDM Imaging Services and IDM Document Services. Includes Replication as a feature. Requires System Implementation Package	
	Standard Upgrade Assurance	$6,000
303277	IDM Services NT Oracle	$40,000
	Provides IDM Imaging Services and IDM Document Services. Includes Replication as a feature. Requires System Implementation Package	
	Standard Upgrade Assurance	$6,000
303278	IDM Services Solaris Oracle	$40,000
	Provides IDM Imaging & Document Services IDM Document Svcs platform is NT Oracle Includes Replication as a feature. Requires System Implementation Package	
	Standard Upgrade Assurance	$6,000
303473	IDM Services Development AIX/6000 Oracle	$16,000
	Reduced price IDM Srvc for development systems only. Minimum 5 users; maximum 10 users. Requires IDM Development SLUs IDM Document Svcs platform is NT Oracle. Includes Replication as a feature. No discount is offered for IDM Document Services when used for development.	
	Standard Upgrade Assurance	$2,400
303474	IDM Services Development HP-UX Oracle	$16,000
	Reduced price IDM Srvc for development systems only. Minimum 5 users, maximum 10 users Requires IDM Development SLUs. Includes Replication as a feature. No Discount is offered for IDM Document Services when used for development.	
	Standard Upgrade Assurance	$2,400
303476	IDM Services Development NT MSSQL	$16,000
	Reduced price IDM Srvc for development systems only. Requires IDM Development SLUs. Includes Replication as a feature. No discount is offered for IDM Document Services when used for development.	
	Standard Upgrade Assurance	$2,400
303475	IDM Services Development NT Oracle	$16,000
	Reduced price IDM Srvc for development systems only. Minimum 5 users; Maximum 10 users Requires IDM Development SLUs Includes Replication as a feature. No discount is offered for IDM Document Services when used for development.	
	Standard Upgrade Assurance	$2,400
303477	IDM Services Development Solaris Oracle	$16,000

	Reduced price IDM Srvc for development systems only. Minimum 5 users; maximum 10 users Requires IDM Development SLUs IDM Document Svcs platform is NT Oracle. Includes Replication as a feature. No discount is offered for IDM Document Services when used for development.	
	Standard Upgrade Assurance	$2,400
501270	IDM Distributed Services Lic	$25,000
	Enables IDM Image Services to be distributed. Order for each additional server running IDM Image Services.	
	Standard Upgrade Assurance	$3,750
501268	IDM SLU Lic	$3,000
	Standard Upgrade Assurance	$450
501300	IDM Development SLU Lic	$1,200
	Order one SLU per user, per system. Minimum 5 SLUs; maximum 10 SLUs. Development system may be maintained without expansion; customer must purchase 2nd sys rollout. Pilot's must upg 2 std IDM sys before expansion	
	Standard Upgrade Assurance	$180
303894	IDM Web Access 2.x,Per SLU	$800
	Purchase based on simultaneously users connected. An equal quantity of IDM SLUs or Document SLUs must be purchased. Show Web Desktop quantity on quote.	
	Standard Upgrade Assurance	$120
303346	WG/IDM Services AIX/6000 Oracle	$1,000
	1) IDM Document Services platform is NT Oracle. 2) If only the Document Services portion is to be used, the minimum quantity of 4 WG IDM SLUs must be ordered. 3) Includes Replication as a feature.	
	Standard Upgrade Assurance	$150
303347	WG/IDM Services HP-UX Oracle	$1,000
	1) Includes Document Services. 2) If only Document Services portion is to be used, the minimum quantity of 4 WG IDM SLUs must be ordered. 3) includes Replication as a feature.	
	Standard Upgrade Assurance	$150
303546	WG/IDM Services NT MSSQL	$1,000
	1) Includes Document Services. 2) If only the Document Services portion is to be used, the minimum quantity of 4 WG IDM SLUs must be ordered. 3) Includes Replication as a feature.	
	Standard Upgrade Assurance	$150
303348	WG/IDM Services NT Oracle	$1,000
	1) Includes Document Services 2) If only the Document Services portion is to be used, the minimum quantity of 4 WG IDM SLUs must be ordered. 3) Includes Replication as a feature.	
	Standard Upgrade Assurance	$150
303349	WG/IDM Services Solaris Oracle	$1,000

	1) IDM Document Services platform is NT Oracle. 2) If only the Document Services portion is to be used, the minimum quantity of 4 WG IDM SLUs must be ordered. 3) Includes Replication as a feature.	
	Standard Upgrade Assurance	$150
501282	WG/IDM SLU Lic	$3,400
	If only the Document Services portion of WG IDM Services is used, the minimum quantity of 4 WG IDM SLUs must be purchased.	
	Standard Upgrade Assurance	$510
303314	IDM Doc Services 4.x AIX Sybase	$10,000
	Standard Upgrade Assurance	$1,500
303317	IDM Doc Services 4.x HP-UX Oracle	$10,000
	Includes Replication as a feature. Requires System Implementation Package	
	Standard Upgrade Assurance	$1,500
303597	IDM Doc Services 4.x HP-UX Sybase	$10,000
	Includes Replication as a feature.	
	Standard Upgrade Assurance	$1,500
303533	IDM Doc Services 4.x NT MSSQL	$10,000
	Includes Replication as a feature.	
	Standard Upgrade Assurance	$1,500
303318	IDM Doc Services 4.x NT Oracle	$10,000
	Includes Replication as a feature. Requires System Implementation Package	
	Standard Upgrade Assurance	$1,500
303784	IDM Doc Services 4.x Solaris Oracle	$10,000
	Standard Upgrade Assurance	$1,500
303320	IDM Doc Services 4.x Solaris Sybase	$10,000
	Standard Upgrade Assurance	$1,500
501267	IDM Additional Doc Services Lic	$2,500
	Required for each additional IDM Document Services Server.	
	Standard Upgrade Assurance	$375
501265	IDM Document SLU 4.x Lic	$350
	SLUs may be purchased on an IDM system if some users will only be accessing the Document Services capabilities. The IDM Desktop is required. Incls Replication	
	Standard Upgrade Assurance	$53
304074	Netscape Web Access,Per Server	
	Standard Upgrade Assurance	
303896	IDM Document Web Access 2.x,Per SLU	$300

	Purchased based on simultaneously users connected. An equal quantity of IDM SLUs or Document SLUs must be purchased. Show Web Desktop quantity on quote.	
	Standard Upgrade Assurance	$45
501415	IDM Doc Services MSSQL Customer Supplied	
	Standard Upgrade Assurance	
501416	IDM Doc Services Oracle Cust Supplied	
	Standard Upgrade Assurance	
501276	IDM Doc Services Oracle Runtime,Per SLU	$300
	Any quantities over 1000, the minimum price for Oracle SLUs is $135 USD.	
	Standard Upgrade Assurance	$45
501453	IDM Doc Services Sybase Cust Supplied	
	Standard Upgrade Assurance	
501305	IDM Services MSSQL Customer Supplied	
	Provides IDM Imaging Services and IDM Document Services.	
	Standard Upgrade Assurance	
501304	IDM Services Oracle Customer Supplied	
	Provides IDM Imaging Services and IDM Document Services.	
	Standard Upgrade Assurance	
501482	IDM Services Oracle HA/DR Lic	
	One required for each runtime DR system or HA server. Allows same number of Oracle SLUs as primary system. Order 501304 Oracle for customer supplied sys.	
	Standard Upgrade Assurance	
501274	IDM Services Oracle Runtime,Per SLU	$360
	Provides database services for Imaging, Visual WorkFlo, and EDM systems. The minimum price for Oracle users 1000+ is $162 US.Dollars.	
	Standard Upgrade Assurance	$54
501452	IDM Services Sybase Customer Supplied	
	Standard Upgrade Assurance	
501286	WG/IDM Services Oracle Runtime SLU Lic	$290
	Standard Upgrade Assurance	$44
501272	IDM COLD Services Lic	$48,000
	One copy per system.	
	Standard Upgrade Assurance	$7,200
501285	WG/IDM COLD Services Lic	$32,000
	Standard Upgrade Assurance	$4,800

501271	IDM Intersystem Comm Services Lic	$20,000
	This service manages the intersystem communications between two or more IDM Image Services. Each system must have a copy.	
	Standard Upgrade Assurance	$3,000
501293	IDM Optical Driver Lic,High Capacity	$12,000
	Order for OSARs: HP 660ex, 1200ex HP 165/300st,330/600fx, 88M/144M; IBM 3995 C64/C66/C68, 3995-163	
	Standard Upgrade Assurance	$1,800
501273	IDM Optical Driver Lic,Low Capacity	$3,000
	Order for OSARs: Philips LF6600, LMS Id6100 HP 20xt & 40fx; IBM 3995 C60; 80ex Standalone ODU 1.3/2 6GB	
	Standard Upgrade Assurance	$450
501292	IDM Optical Driver Lic,Medium Capacity	$6,000
	Order for OSARs: HP 40st, 80fx 80/100st,160/200fx,16M/32M 160ex, 320ex, 400ex IBM 3995 C62, 3995-A63/063	
	Standard Upgrade Assurance	$900
501294	WG/IDM Optical Driver Lc,Medium Capacity	
	Order for OSARs: HP 40st 80fx,80/100st,160/200fx,16M/32M 160ex, 320ex, 400ex IBM 3995 C62, 3995-A63/063	
	Standard Upgrade Assurance	
501295	WG/IDM Optical Driver Lic,High Capacity	$8,000
	Order for OSARs: HP 165/300st,330/600fx, 88M/144M, 660ex, 1200ex IBM 3995 C64/C66/C68, 3995-163	
	Standard Upgrade Assurance	$1,200
501284	WG/IDM Optical Driver Lic,Low Capacity	
	Order for OSARs: Phillips LF6600, LMS ID6100; HP 20xt & 40fx; IBM 3995 C60; 80ex; Standalone ODU 1.3/2 6GB	
	Standard Upgrade Assurance	
303355	IDM Services for R/3 2.x AIX/6000	$15,000
	Must order R/3 SLUs separately. Licensed only for use with documents linked to R/3 Business transactions.	
	Standard Upgrade Assurance	$2,250
303356	IDM Services for R/3 2.x HP-UX	$15,000
	Must order R/3 SLUs separately. Licensed only for use with documents linked to R/3 Business transactions.	
	Standard Upgrade Assurance	$2,250
303357	IDM Services for R/3 2.x NT	$15,000
	Must order R/3 SLUs separately. Licensed only for use with documents linked to R/3 Business transactions.	
	Standard Upgrade Assurance	$2,250
303837	IDM Services for R/3 2.x NT MSSQL	$15,000

	Standard Upgrade Assurance	$2,250
303358	IDM Services for R/3 2.x Solaris	$15,000
	Must order R/3 SLUs separately. Licensed only for use with documents linked to R/3 Business transactions.	
	Standard Upgrade Assurance	$2,250
501290	IDM for R/3 SLU 2.x Lic	$750
	These SLUs are not required to be purchased when an IDM SLU has already been purchased for that desktop.	
	Standard Upgrade Assurance	$113
303230	Visual WF Desktop 3.x	$400
	Order one of these for each client that will participate in a production workflow. Licenses a client only for participation. Required in addition to IDM Desktop. Requires Client Implementation Package	
	Standard Upgrade Assurance	$60
303231	Visual WF Prof Desktop 3.x	$2,000
	Order one of these for each client that will administrate a production workflow. Licenses a client for both administration and participation. Order when Application Development is required. Required in addition to IDM if both IDM and Visual Workflo are used by end-user. Requires Client Implementation Package	
	Standard Upgrade Assurance	$300
501297	Visual WF Web Desktop Lic	
	Standard Upgrade Assurance	
303232	Visual WF Toolkit 3.x	$7,000
	Order one of these for each client that is used to develop the workflow application. Licenses a client to develop, administrate, and participate in a workflow under development. This provides a complete Visual WorkFlo Desktop; no other components are need for the developer. Includes Visual WorkFlo/RAD Controls.	
	Standard Upgrade Assurance	$1,050
303245	Visual WF Services AIX/6000 Oracle	$10,000
	Order one of these for each combined, root, or Visual WorkFlo only server. Comes with media for F/N supplied IDM Service Oracle to configure Visual WorkFlo only systems. Order model 501274, IDM Services Oracle Runtime, to provide database services. Database can be customer supplied. Includes one SLU to operate server side of VW applications. More SLUs may be added for application requirements. Requires System Implementation Package.	
	Standard Upgrade Assurance	$1,500
303246	Visual WF Services HP-UX Oracle	$10,000
	Order one of these for each combined, root, or Visual WorkFlo only server. Comes with media for F/N supplied IDM Service Oracle to configure Visual WorkFlo only systems. Order model 501274, IDM Services Oracle Runtime, to provide database services. Database can be customer supplied. Includes one SLU to operate server side of VW applications.	

	supplied. Includes one SLU to operate server side of VW applications. More SLUs may be added for application requirements. Requires System Implementation Package.	
	Standard Upgrade Assurance	$1,500
303247	Visual WF Services NT Oracle	$10,000
	Order one of these for each combined, root, or Visual WorkFlo only server. Comes with media for F/N supplied IDM Service Oracle to configure Visual WorkFlo only systems. Order model 501274, IDM Services Oracle Runtime, to provide database services. Database can be customer supplied. Includes one SLU to operate server side of VW applications. More SLUs may be added for application requirements. Requires System Implementation Package.	
	Standard Upgrade Assurance	$1,500
501263	Visual WF SLU Lic	$800
	Order these licenses for access to Visual WorkFlo Services only. Purchase of these SLUs are not required when an IDM SLU has already been purchased for that desktop, as access to Visual WorkFlo Services is included in each IDM SLUs purchased.	
	Standard Upgrade Assurance	$120
303267	Visual WF Web Access 3.x,Per SLU	$400
	This is a Pre Released product scheduled for General Availability Q4 1998. Required in additional to IDM if both Imaging and Visual WorkFlo are being used by the end-user. Indicate the quantity of No Charge Web Desktops expected to be used. Requires System Implementation Package. Guideline: order 10:1 ratio to support thin client. VW SLUs or IDM SLUs must be available to connect thin clients to VW Services.	
	Standard Upgrade Assurance	$60
501512	Visual WF Distributed Services Lic	$10,000
	Order one for each Application Server that hosts a Visual WorkFlo queue. Must include an Oracle license with SLUs and CLUs for all users that will access queues on that application server.	
	Standard Upgrade Assurance	$1,500
303226	Report Mgr Desktop 3.x	$300
	Order Report Manager Services separately.	
	Standard Upgrade Assurance	$45
303227	Report Mgr Prof Desktop 3.x	$500
	Order Report Manager Services separately.	
	Standard Upgrade Assurance	$75
303948	Report Mgr Prof 3.x fm RM Desktop Upg	$250
	Order when data mining is required.	
	Standard Upgrade Assurance	$38
303228	Report Mgr AFP/Metacode Vwr 3.x	$50

	Requires Report Manager AFP or Metacode Services. Supported viewer shipped is Adobe Acrobat Exchange 3.0	
	Standard Upgrade Assurance	$8
303229	Report Mgr Services 3.x	$18,000
	Report Manager standalone versions requires a separate Optical Software Driver when an Optical Library is used. Drivers are available from KOM or OTG.	
	Standard Upgrade Assurance	$2,700
501259	Report Mgr SLU 3.x Lic	$100
	Max 750 logged on. Each desktop requires a one to one SLU to clients. Purchase not req'd when an IDM SLU has already been purchased for that desktop.	
	Standard Upgrade Assurance	$15
501261	Report Mgr AFP Services 3.x Lic	$9,500
	Standard Upgrade Assurance	$1,425
501260	Report Mgr Metacode Services 3.x Lic	$9,500
	Standard Upgrade Assurance	$1,425
501262	IDM Services for Report Mgr 3.x Lic	$12,000
	Allows Report Mgr storage on an existing IDM Services system. IDM Services uses up a SLU.	
	Standard Upgrade Assurance	$1,800
303913	Capture Personal Ed 2.x	$1,100
	WorkFlo/Scan equivalent Desktop 1& 2 - Expanded & Non-Expanded. Requires a SLU per scan station. Order DocEntry as required for indexing stations.	
	Standard Upgrade Assurance	$165
501468	WG Capture & WG Cap Fax User Lic,1 SLU	
	Order No Charge SLU, model 501468, for WG/Capture products only: Fax, Personal Edition, Low Volume Edition, Medium Volume Edition, and High Volume B.	
	Standard Upgrade Assurance	
303930	WG Capture Personal Ed 2.x	$750
	WorkFlo/Scan equivalent desktop 1 & 2 - Expanded & Non-Expanded. Requires a SLU per scan station. Order DocEntry license as required for indexing station.	
	Standard Upgrade Assurance	$113
303914	Capture Low Volume Ed 2.x	$6,000
	WorkFlo/Scan equivalent Low Volume - Expanded & Non-Expanded. Requires a SLU per scan station. Order DocEntry license as required for indexing station.	
	Standard Upgrade Assurance	$900
303931	WG Capture Low Volume Ed 2.x	$4,000

	WorkFlo/Scan equivalent Low Volume - Expanded & Non-Expanded. Requires a SLU per scan station. Order DocEntry license as required.	
	Standard Upgrade Assurance	$600
303915	Capture Medium Volume Ed 2.x	$15,000
	WorkFlo/Scan equivalent Midrange - Expanded & Non-Expanded. Includes Kodak 500 & DS500. Requires a SLU per scan station. Order DocEntry as required for indexing station.	
	Standard Upgrade Assurance	$2,250
303932	WG Capture Medium Volume Ed 2.x	$10,000
	WorkFlo/Scan equivalent Midrange- Expanded & Non-Expanded. Includes Kodak 500 & DS500. Requires a SLU per scan station. Order DocEntry license as for indexing station.	
	Standard Upgrade Assurance	$1,500
303916	Capture High Volume B Ed 2.x	$27,000
	WorkFlo/Scan equivalent high Volume - Expanded & Non-Expanded. Requires a SLU per scan station. Order DocEntry license for indexing station.	
	Standard Upgrade Assurance	$4,050
303933	WG Capture High Volume B Ed 2.x	$18,000
	WorkFlo/Scan equivalent High Volume - Expanded & Non-Expanded. Requires a SLU per scan station. Order DocEntry license for indexing station.	
	Standard Upgrade Assurance	$2,700
303917	Capture DocEntry 2.x P/S	$200
	Order when the following Document Entry functionality is required: Indexing, Index Verify, Committal & Image Verify, Can not be ordered without one of the Capture Edition Licenses. Requires a SLU per station. Only one SLU is required per desktop.	
	Standard Upgrade Assurance	$30
303918	Capture DocProcessing 2.x P/S	$1,500
	Post Scanning: Order when customer wants Bar Coding, Forms Identification, or Image Enhancements. Can not be ordered without one of the Capture Edition Lic.	
	Standard Upgrade Assurance	$225
303919	Capture File Import 2.x P/S	$2,500
	WorkFlo/Scan equivalent Image Import. Can not order without one of the Capture Edition Licenses.	
	Standard Upgrade Assurance	$375
501566	Capture Gateway 2.x P/S	$15,000
	One license is required for every third party scanning application server passing documents directly to the FileNET Repository (IDMIS BES) or WorkFlo queue.	
	Standard Upgrade Assurance	$2,250

303920	Capture Toolkit 2.x P/S	$5,000
	Provides a complete Capture Desktop. No other components are needed for the developer. Requires Client Implementation Package.	
	Standard Upgrade Assurance	$750
303193	Capture Fax 2.x	$8,000
	Requires a SLU per Fax Station.	
	Standard Upgrade Assurance	$1,200
303201	WG Capture Fax 2.x	$5,400
	Requires a SLU per Fax station.	
	Standard Upgrade Assurance	$810
303194	Print 4.x	$4,000
	Does not require a SLU. Requires Client Implementation Pkg One license is required for each Printer attached.	
	Standard Upgrade Assurance	$600
303195	Print 4.x Fonts	$150
	This is a Pre Release product scheduled for General Availability June 1998. Contains specialty Fonts: Letter Gothic Bold Fonts, Cyrillic Fonts, Greek Fonts, and Korean Fonts.	
	Standard Upgrade Assurance	$23
303371	WG Print 4.x	$2,700
	Does not require a SLU.	
	Standard Upgrade Assurance	$405
200525	Additional Demo Software (Per System)	$1,000

List Prices for Microsoft Products

The following table provides the list prices for Microsoft SQL Server database components.

Microsoft Product	List Price
SQL Server - 5 Client	$1,400
SQL Server - 10 Client	$2,000
SQL Server - 25 Client	$4,000
SQL Server Client Access - 5 pack	$739
SQL Server Client Access - 20 pack	$2,369

Note: Each user requires both a Client and a Client Access license.